

Trujillo Shows How It's Done

By Stephanie Cook
Of the Journal

The Small Business Person of the Year title for the state has been won by A.T. Tony Trujillo, president and general manager of Holman's Inc.

He is one of 53 small-business owners — one from each state plus the District of Columbia, Puerto Rico and the Virgin Islands, and Guam — who will be honored by the U.S. Small Business Administration at ceremonies in Washington, D.C., in May.

A New Mexico Small Business Week awards luncheon will be held in May to honor Trujillo and 12 other state winners.

Sen. Pete Domenici, R-N.M., hailed the winners.

"Small business is the lifeblood of New Mexico's economy, and accounts for three of every four new jobs in America. I want to offer my most sincere congratulations to these outstanding New Mexicans for the innovation, endurance, and excellent management they have displayed to attain their current success," Domenici said.

"These winners have not only fostered commercial growth, but have demonstrated personal commitment to their communities through service-oriented projects. I commend their strong leadership in New Mexico and the Southwest," he said.

Competing on the national level along with Trujillo are Joe G. Alvarez, president, and Brenda Alvarez, executive vice president, EMI Technologies Inc. of Las Cruces, Region VI Prime Contractors of the Year, and Kimberly deCastro, president of Wildflower International Ltd. in Santa Fe, Region VI Subcontractor of the Year.

Region VI includes New Mexico, Arkansas, Louisiana, Oklahoma and Texas.

The National Small Business Person of the Year award winner and the National Advocate award winners will be announced during Small Business Week May 6-12 in Washington.

Other award winners are:

Kim T. Blueher, Albuquerque financial consultant, Region VI and New Mexico Home-based Business Advocate of the Year;

Cyndy K. Topliff, Socorro CPA, Accountant Advocate of the Year;

H. Patrick Dee, executive vice president and chief operating officer, First State Bank in Albuquerque, Financial Services Advocate of the Year;

Cynthia C. Schneeberger, manager of supplier relations and supply-chain management at Sandia National Laboratories, Minority Small Business Advocate;

Kimmarie Hartley, editor of the Las Cruces Bulletin, Small Business Journalist of the Year;

G. Dwight Harp, director of NMSU-Alamogordo Small Business Development Center, Veteran Small Business Advocate of the Year;

Elizabeth Chavez, development director at ACCION New Mexico in Albuquerque, Women in Business Advocate;

Thomas P. Griego and Dianne E. Griego, owners of Griego Electrochemical Technologies Inc. in Albuquerque, Small Business Exporters of the Year.

Trujillo was judged on seven criteria: staying power, growth in number of employees, increase in sales or unit volume, current and past financial reports, innovation in product or service, response to adversity and evidence of contributions to community projects.

Holman's Inc., a Hispanic-owned small business, provides science and engineering equipment, advanced technologies, maps, surveying equipment and printing for architects, contractors, engineers, surveyors, government and education in the Southwest.

The firm has a 31,500-square-foot retail store and distribution center and corporate offices in Albuquerque. Holman's also operates a regional sales and service center in Tempe, Ariz., and a commercial sales and service center in Santa Fe.

E.S. Holman and his wife, Mary, began Holman's in 1955. Trujillo joined the company in 1966. In an agreement with the Holmans to take over the company when they retired in 1989, Trujillo started his own company, A.T. Trujillo Inc. In 1989 he became majority owner of Holman's and in 2000, he merged the two companies, employing more than 60.

The New Mexico Small Business Week luncheon will be May 1 at the Crowne Plaza Pyramid, 5151 San Francisco NE. The cost is \$25 per person. Registration begins at 11 a.m. For information call Flo Dow in Santa Fe at the New Mexico Small Business Development Center at (800) 281-7232 or (505) 428-1362, or Susan Chavez at the SBA at 346-6759.